



**Derek Hendrikz Presents:**

## **Process-based Strategy**

***An advanced workshop in developing and implementing organisational strategy...***

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### **About the Workshop:**

The process-based strategy workshop is a master class presented by [Derek Hendrikz](#) and aims to capacitate leaders, executives, board members, EXCO teams, senior and middle managers in the art of developing and implementing organisational strategy. Participants will be coached in [strategic leadership](#) and effective strategy development and implementation. On completion of the training programme learners will be able to take their organisations forward within an immensely turbulent and constant changing environment. This implies that participants should be able to...

- Think strategically;
- Empower the execution of strategic initiative; and
- Take a leadership role in the development and implementation of organisational strategy.

The programme enables participants to implement and evaluate strategy and strategic initiative at executive level. Leadership, management and the practice of translating strategic initiative to frontline action is core to this training intervention.

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### **Programme:**

Time:	Day 1:	Day 2:	Day 3:
08:00-08:30	Administrative Matters	Open Window	Open Window
08:30-10:00	The Construct of Strategy	Translating process to structure	Making the strategic choice
10:00-10:15	<i>Convenience Break</i>		
10:15-11:45	Creating the black box	Creating Strategic Intent	Developing Strategic Projects
11:45-12:45	<i>Lunch</i>		
12:45-14:15	Understanding mission as a process	Assessing risk	Putting it all together
14:15-14:30	<i>Convenience Break</i>		
14:30-16:00	Process Analysis	Exploiting opportunities	Execution

## Day 1:

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### *The Construct of Strategy:*

- The velocity of change
- The relevance of relevance
- Leadership without strategy = irrelevance
- The anatomy of organisation
- Sustainability & competitive advantage
- The paradox of strategic thinking
- From strategic thinking to positioning to action



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### *Creating the Black Box:*

- Organisational Black Box theory
- Defining inputs
- Defining outputs
- Process theory
- The master scorecard system.
- Direct vs. Inverse organisational relationships.
- Defining behaviour; the anatomy of collective mind – Organisational Paradigm
- The Black Box and organisational values

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### *Understanding Mission as a Process:*

- Purpose vs. Intent
- Translating the words of mission to the process of mission
- Testing dependency
- Testing priority (importance and resource consumption)
- Developing the master scorecard

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### *Process Analysis:*

- Translating mission to core organisational processes
- Process analysis methodology
- Using Weakness to adjust processes
- Expanding the scorecard
- Loading the Black Box

## Day 2:

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### *Translating Process to Structure:*

- The evolution of structure
- Introducing organic structures
- Translating process to structure
- Calculating the complexity of priority
- Allocating roles to structure

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### *Creating Strategic Intent:*

- From desire to vision to intent
- Understanding vision as primary driver of strategy
- Designing Desire – Vision and the V5 system
- Separating ultimate intent from project intent and current intent

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### *Assessing Risk:*

- Fundamentals of strategic risk management
- Process risk vs. the risk of strategy
- Risk of PESTLE, Porters forces and other external threats
- Risk relating to resources, capabilities, structure and management systems
- Calculating strategic risk
- Mitigation and contingency planning

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### *Exploiting Opportunities:*

- Complexities of an external environment
- Working with PESTLE
- The fundamentals of industry and competitive analysis
- Porters forces
- Opportunities as possible strategic projects

## Day 3:

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### *Making the Strategic Choice:*

- Evolution or revolution?
- Analysing the need to compete
- Do we cut the pie or do we create a new pie (Red vs. Blue)?
- Developing the process / project ratio
- Making the choice

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**Developing Strategic Projects:**

- What needs to change?
- Developing strategic themes in accordance with strategic choice
- From themes to strategic projects
- Developing strategic project briefs
- Cross-mapping objectives, environmental analysis and critical success factors

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**Putting it All Together:**

- Revisiting structure
- Documenting your strategy
- Strategy and money
- Relating scorecards to costing systems

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**Execution:**

- Translating strategy to action
- Doing the strategy audit
- Monitoring strategy
- Finding the problem
- Testing strategic success

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**About Your Presenter...**

[Derek Hendrikz](#) is a renowned international strategic leadership & management [trainer](#), [speaker](#) and [consultant](#) who during the past twenty years have satisfied beyond [50 000 happy participants](#) in more than [150 companies](#) in over a dozen countries worldwide. In the field of strategy development he has successfully completed more than 40 international [consulting projects](#).

He specialises in the training of executive teams and is mostly contracted to train Board Members and EXCO teams in the field of strategy development, implementation, change management, leadership, and other executive areas.

On the social networking front he has thousands of followers and downloads on [YouTube](#), [FaceBook](#), [SlideShare](#), [Twitter](#), [LinkedIn](#) and others...



[www.derekhendrikz.com](http://www.derekhendrikz.com)



## Training Methodology:

[Derek Hendrikz](#) is a Certified Professional Trainer (CPT) with the [Southern Africa Professional Trainers Association \(SAPTA\)](#). In terms of ratings, [Derek](#) is internationally acclaimed and beyond comparison with thousands of [highly satisfied customers](#). The methodology is based on interactive learning, i.e. learners will learn by doing. Inspirational presentations are combined with facilitated sessions and experiential exercises. Furthermore learners will use examples from their own organisations, thus ensuring that learning is anchored at their workplace. As with all [Derek's](#) training programmes, he strives to effect actual change back at the workplace through effective and practical outcomes based training.



## Enquiries & Bookings

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